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Message Text

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PAGE 01 BUCHAR 03516 161204Z
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 CIAE-00 INR-07
NSAE-00 /027 W
----------161208Z 017506 /40
P 161032Z MAY 77
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC PRIORITY 3263

UNCLAS BUCHAREST 3516

E.O. 11652: N/A
TAGS: BDXP, EEWT, RO
SUBJECT: FOLLOW-UP ON 1976 EASTERN EUROPE ECONOMIC/COMMERCIAL
OFFICER'S CONFERENCE RECOMMENDATIONS

REF: A. STATE 91419, B. 76 STATE A-5884, C. STATE 110334

AS REQUESTED BY REF A EMBASSY HEREBY REPORTS ITS FOLLOW-UP
TO DATE ON TWENTY SPECIFIED RECOMMENDATIONS FROM GARMISCH
CONFERENCE LISTED IN REF B:

(2) NO APPLICABLE TO BUCHAREEST.

(11) EMBASSY IN PROCESS PREPARING AIRGRAM ANALYZING
ROMANIA'S TRADING PATTERN WITH INDUSTRIALIZED COUNTRIES;
THIS REPORT WILL ALSO ADDRESS THIS QUESTION.

(14) VISIT OF DAS DOWNEY, OEA DIRECTOR RAUER MEYER
AND ERDA/DOD TEAM IN OCTOBER/NOVEMBER 1976, JOINT COMMISSION
MEETING I NOVEMBER AND NUMEROUS EMBASSY MEETINGS WITH GOR
OFFICIALS HAS GONE FAR IN AIDING GOR TO UNDERSTAND MECHANICS
OF U.S. EXPORT CONTROL SYSTEM AND PROCEDURES. WE PERCEIVE
NEED FOR CONTINUED, FREQUENT VISIT.

(15) WHEN WE HAVE BEEN AWARE OF INTERAGENCY CONSIDERATION,
EMBASSY HAS NOT HESITATED TO OFFER ITS ANALYSIS AND VIEWS.
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(16) AS STATED IN EMBASSY PARM (BUCHAREST 2608), WE
FEEL THAT SUBSTITUTION OF THE SAFEGUARD ARRANGEMENTS
EMBODIED IN ARTICLE III OF US-ROMANIAN BILATERAL TRADE
AGREEMENT IS MORE WORKABLE FROM OUR STANDPOINT AS WELL
AS PREFERABLE FOR ROMANIA THAN THE EXCEEDINGLY DIFFICULT
COST COMPARISONS REQUIRED BY EXISTING STATUES AND

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REGULATIONS.

(17) GOR HAS BEEN AWARE OF THIS PROCEDURE FOR SOME TIME.

(19) AGATT RESIDENT IN BLEGRADE HAS CONSISTENTLY COORDINATED HIS IN-COUNTRY TRAVEL WITH EMBASSY.

(20) THIS IS ROUTINE EMBASSY PRACTICE.

(26) E/C SECTION WORKS CLOSELY WITH P&C IN PREPARATION OF ANNUAL PAO COUNTRY PROGRAM AND IN OBTAINING MEDIA AND PROJECT SUPPORT FOR US ECON/COM'L OBJECTIVES IN ROMANIA.

(27) DONE ON ROUTINE BASIS.

(29L TO EXTENT ROMANIAN SITUATION PERMITS, E/C SECTION AND PAO ATTEMPT TO DRAW ON RELEVANT USIA SUPPORT SERVICES IN FULFILLMENT OF COMMERCIAL PROGRAM.

(32) WE HAVE TARGETED TWO INDUSTRIAL SECTORS--METALLURGY AND CHEMISTRY--AS CANDIDATES FOR MARKET-RESEARCH TYPE OF ANALYSIS. UNFORTUNATELY, PAUCITY OF USEFUL, AVAILABLE DATE IS IMPENDING OUR EFFORT.

(33) EMBASSY SUBMITEED DETAILED ANALYSIS (BUCHAREST A-126 1976) ON ROMANIA'S LAST MAJOR EXHIBITION. OUR MONITORING OF GOR TRADE EXHIBITION PLANS RESULTED IN UNSCHEDULED BDO ON CHECMICAL INDUSTRY BEING UNCLASSIFIED

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INCLUDED IN FIRST QUARTER FY78 TRADE PROMOTION FOR ROMANIA.

(34 & 35) TO EXTENT THIS INFO AVAILABLE, IT WILL BE INCLUDED IN EMBASSY MARKET RESEARCH EFFORTS AND ANALYSIS.

(41) EMBASSY DOES NOT SEND ITS FSLS TO NEIGHBORING COUNTRIES TO PROMOTE TRADE EVENTS. FSLS FROM OTHER COUNTRIES HAVE NOT BEEN SENT HERE IN PURSUIT OF SIMILAR OBJECTIVES.

(44) THIS OBJECTIVE IS OF MARGINAL UTILITY. GOR OFFICIALS WHO ATTEND TRDE FAIRS IN NEIGHBORING COUNTRIES (WHERE USG SPONOSRED TRADE SHOWS NORMALLY TAKE PLACE) GENERALLY GO TO THESE FAIRS TO SIGN CONTRACTS WITH HOST GOVERNMENT FTO'S AS THIS IS STANDARD BUSINESS PRACTICE IN EASTERN EUROPE. IN GENERAL, GOR OFFICIALS DO NOT ATTEND THESE EVENTS TO BUY ITEMS FROM OTHER COUNTRIES.

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NEVERTHELESS, EMBASSY WILL CONTINUE TO PROMOTE LOCAL
ATTENDANCE AT SUCH EVENTS AS REQUESTED.

(46) SINCE GARMISCH WE HAVE NOT COME ACROSS
ANY SUCH SUCCESS STORIES. SUGGESTIONS ARE REPORTED
IN NORMAL COURSE OF EVENTS.

(47) WITHIN NEXT TWO MONTHS EMBASSY WILL, DESPITE
CONVICTION THAT IN COMMERCIAL OPERATION OF THIS SIZE
MANAGEMENT/PLANNING CREATES MORE WORK THAN IT IS WORTH,
SUBMIT CAP FOR ROMANIA.

(50) GOR HAS PROMISED TO SUPPLY EMBASSYWITH THESE
PUBLICATIONS IN ENGLISH SOMETIME DURING SECOND QUARTER
OF CY77.
BARNES

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Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
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Disposition Comment:
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